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## Korea - Republic of

**Post:** Seoul ATO

### 2016 Seafood Products Market Brief

**Report Categories:**

Fishery Products

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**Report Highlights:**

In 2015, total Korean imports of seafood were \$4.24 billion, up 1.9 percent from 2014 due to rising prices. Imports of American seafood increased by 4.9 percent to \$233 million, making the United States the fourth largest exporter with a market share of 5.5 percent. U.S. seafood is generally considered high quality and safe, but less price competitive when competing with other origins. By volume, Alaska Pollack Surimi, flatfish, frozen Alaskan Pollack, Cod, Alaskan Pollack roe, Monkfish, ray, Pacific salmon, Hagfish, Atka Mackerel, lobster, etc. are some of the major species imported in large quantities from the United States. By value, Alaskan Pollack Surimi, lobsters, flatfish, live Hagfish, Monkfish, frozen Alaskan Pollack, Cod, Alaskan Pollack roe, skate, and frozen Hagfish were the top ten imported species.

## **Executive Summary:**

### **General Information:**

#### **SECTION I: KOREAN SEAFOOD MARKET OVERVIEW**

**In 2015, Korea's seafood imports from all origins amounted to \$4.24 billion**, up 1.9 percent from \$4.16 billion in 2014. The United States was the fourth largest exporter of seafood products to Korea. The largest seafood supplying country in 2015 was China at \$1.1 billion, followed by Russia at \$705 million, Vietnam at \$574 million, USA at \$233 million, Norway at \$218 million, Thailand at \$168 million, Japan at \$116 million, Taiwan at \$102 million, Peru at \$99 million and Chile at \$97 million. These ten countries accounted for 81 percent of Korea's total seafood imports in 2015. The most popular seafood imported in volume was Alaskan Pollack, followed by Alaskan Pollack Surimi, squid, Monkfish, flatfish, Alaskan Pollack fillets, Cod, Alaskan Pollack roe, Atka Mackerel, ray, Rock Fish, skate, etc. Value-wise, the most popular seafood was Alaskan Pollack Surimi, followed by Alaskan Pollack fish, Monkfish, live lobster, Alaskan Pollack, flatfish, squid, Alaskan Pollack fillet, Cod, live Glass Eel, skate, ray, Atka Mackerel, Rock Fish, frozen lobster, etc.

**Korea imported \$233 million of U.S. seafood in 2015**, up 4.9 percent from \$222 million in 2014, giving the United States a steady market share of 5.5 percent. In Korea, U.S. seafood, including aquaculture, is generally considered high quality, but higher in price compared to that of competing countries. Until 2011 the United States had been the fifth largest exporter of seafood to the Korean market following China, Russia, Vietnam and Japan, but in 2012 Japan turned its rank over to the United States due to Korean consumers' withering demand for Japanese seafood products after the nuclear power plant accident in Fukushima. In 2015, the U.S. maintained its market position with increased sales performance of its seafood products compared to 2014. Alaska Pollack Surimi, live lobster, flatfish, live Hagfish, Monkfish, frozen Alaskan Pollack, Cod, Alaskan Pollack roe, Skate, frozen Hagfish, frozen lobster, ray, Atka Mackerel were the top thirteen species imported in large quantities from the United States, and increased value of U.S. seafood exports to Korea can be partially accounted for by frozen fish Surimi (\$60.2 million, up 7 percent), frozen flatfish (\$24.6 million, up 6 percent – increased demand by institutional feeding sector), live Hagfish (\$12.3 million, up 11 percent – rising market price), Monkfish (\$11.6 million, up 14 percent – increased demand from restaurants), frozen Alaskan Pollack (\$10.9 million, up 57 percent – reduced import from Russia and benefits from customs-free product under the KORUS FTA TRQ system have focused attention on U.S. Alaska Pollack), frozen lobster (\$4.6 million, up 51 percent – increased demand by lobster sandwich restaurants).

Tables 12-1 and 12-2 of Section V below show the major species exported to Korea from the United States and the world. Imports of those 29 fish species accounted for more than 92 percent of the total imports of fishery products from the United States in 2015.

Until 2000, Korea was a net exporter of seafood. However, growing domestic demand and limited supplies have reversed the situation. In 2015, Korea exported \$1.48 billion of seafood and imported about \$2.76 billion more than it exported. Imports are expected to continue to outpace exports ensuring that Korea will remain an important market for premium U.S. seafood suppliers.

## SECTION II: KORUS FTA AND CUSTOMS DUTY

- KORUS FTA

With respect to the seafood sector, the KORUS FTA is expected to create more opportunities for U.S. seafood exporters. Customs duties for fishery products imported from the United States were cut to zero immediately, or will be phased out over the course of 3 to 10 years. For instance, the customs duty for frozen Sockeye Salmon was cut to zero immediately. In contrast, customs duties for U.S. trout and sea bass will be reduced to zero in 3 and 10 years, respectively. The customs duty elimination will be prorated equally every year over the phase-out period.

There are three fish species which are subject to Tariff Rate Quotas (TRQ) under the FTA. For instance, customs duties are zero for imports of 2,082 metric tons of frozen flatfish and for 5,646 metric tons of frozen Alaskan Pollack in 2016. The quantities shall enter on a first-come, first-served basis. The duty-free quantities will increase each year as shown in the table below.

**Table 1. Korea-United States FTA Seafood Tariff Rate Quotas (MT)**

Year	Flatfish/Frozen (HS 0303.39.0000)	Alaska Pollack/Frozen (HS 0303.79.1000)	Croaker/Frozen (HS 0303.79.9095)
1 (2012)	1,530	4,000	1,000
2 (2013)	1,652	4,360	1,050
3 (2014)	1,785	4,752	1,103
4 (2015)	1,927	5,180	1,158
<b>5 (2016)</b>	<b>2,082</b>	<b>5,646</b>	<b>1,216</b>
6 (2017)	2,248	6,154	1,276
7 (2018)	2,428	6,708	1,340
8 (2019)	2,642	7,312	1,407
9 (2020)	2,832	7,970	1,477
10 (2021)	3,058	8,688	1,551
11 (2022)	3,303	9,469	1,629
12 (2023)	Unlimited	10,322	unlimited
13 (2024)		11,251	
14 (2025)		12,263	
15 (2026)		unlimited	

Industry forecasts that Korean consumers will take advantage of lower prices resulting from elimination of import duties to demand more glass eel/live, Sockeye salmon/frozen, flatfish/frozen, salad eel/live, Alaska Pollack surimi/frozen, lobsters/live/frozen, Alaska Pollack/frozen, monkfish/frozen, cod/frozen, Alaska Pollack roes/frozen, cod roes/frozen, fish fillet/frozen, fish surimi/frozen and skate/frozen.

For more detailed information about the results of the KORUS FTA including the tariff schedule for Korea, please visit: [KORUS FTA Official Homepage in English](#) and [ATO Seoul Homepage FTA Section](#).

**Table 2. Korean Tariff Schedule for Major U.S. Fishery Products Sold to Korea**

<b>Description</b>	<b>H.S. Code</b>	<b>2012 Base Rate</b>	<b>2016 KOR-US FTA Rate</b>	<b>Zero- Duty Year</b>
Fish Surimi, Alaska Pollack, frozen	0304.94.1000 0304.99.1000	10%	0%	2014
Other, Flatfish, frozen	0303.39.0000	10%	0% (TRQ 2,082 MT) 10% (Above TRQ)	2023
Monkfish, frozen	0303.89.9060	10%	6.9%	2021
Roes of Alaska Pollack, frozen	0303.90.2010	10%	0%	2016
Skate, frozen*	0303.82.2000	10%	10%	2021
Hagfish (Salad Eel), live	0301.99.7000	10%	0%	2014
Cod, frozen	0303.63.0000	10%	0%	2016
Glass eel, live	0301.92.1000	0%	0%	2012
Alaska Pollack, frozen	0303.67.0000 0303.69.9000	10%	0% (TRQ 5,646 MT) 10% (Above TRQ)	2026
Hagfish (Salad Eel), frozen	0303.89.9070	10%	5%	2021
Roes of other fish, frozen	0303.90.2090	10%	0%	2016
Atka mackerel, frozen	0303.89.9040	10%	5%	2021
Fillet, Alaska Pollack, frozen	0304.75.0000	10%	6.9%	2021
Rock fish, frozen	0303.89.9050	10%	6.9%	2021
Ray, frozen	0303.82.1000	10%	6.9%	2021
Sockeye salmon, frozen	0303.11.0000	10%	0%	2012
Fillet, Plaice, frozen	0304.83.1000	10%	6.9%	2021
Sardines, frozen	0303.53.0000	10%	0%	2016
Sable fish, frozen	0303.89.1000	10%	0%	2016
Adductors of shell fish, frozen	0307.99.1100	20%	13.8%	2021
Lobsters, other than smoked	0306.12.9000 0306.22.9000	20%	0%	2016
Squid, frozen	0307.49.1020	10%	10%	2021
Anchovy, dried	0305.59.2000	20%	10%	2021
Fillet, Others, frozen	0304.89.9000	10%	0%	2014
Oyster, frozen	0307.19.1000	20%	0%	2012
Fish Surimi, the families Bregmacerotidae, Euclichthyidae, Gadidae, Macrouridae, other than Alaska Pollack, frozen	0304.95.1000	10%	0%	2016
Other Crabs, frozen, other than smoked	0306.14.9090	14%	0%	2014

(Dungeness Crab)				
Other Crabs, frozen, other than smoked		14%	9.6%	2021
Fillet, cod, frozen	0304.71.0000	10%	5%	2021
Plaice, frozen	0303.32.0000	10%	6.9%	2021
Other baby eels, live	0301.92.9010	10%	0%	2012

Source: Korea Customs and Trade Development Institute, Import/Export Customs Clearance General Guidebook of Korea, 2016

Negotiated customs duties on certain seafood products under the KORUS FTA are higher than the current MFN applied base rate, which Korea lowered after the trade agreement was negotiated.

However, the MFN applied rate will be used when it is lower than the KORUS duty. The KORUS duty will take effect when it is lower than the MFN rate. Table 3 below shows an example of how this will work in practice; yellow highlights show applicable duties.

**Table 3. KORUS FTA Tariff Schedule Applied to Frozen Skate Products**

Product	Base Rate		2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Fish, Frozen, of the families Bregmacerotidae – Skates (HS0303.82.2000)	Current	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
	KORUS	27.0%	24.3%	21.6%	18.9%	16.2%	13.5%	10.8%	8.1%	5.4%	2.7%	0.0%

### SECTION III: SUPPLY, DEMAND AND MARKET OPPORTUNITIES

- Supply

In 2015, Korean seafood production slightly increased to 3.33 million metric tons, up 0.8 percent from 3.31 million metric tons in 2014. Production from adjacent waters remained the same as that of 2014, and production from distant waters decreased by 13.6 percent. To the contrary, productions from shallow sea aquaculture and inland waters were up 7.4 percent and 10 percent each, maintaining the status quo of overall seafood production. The decrease in production from distant waters in 2015 had been forecast by the industry well in advance because 2014 production had atypically increased due to an unusually high squid catch. It is expected that Korean domestic fish production volume will not increase significantly in the future due to reductions in fish resources in adjacent waters and the enforcement of Exclusive Economic Zones by Korea's neighboring countries. Constraints built into bilateral and multilateral fishing accords will further impact total harvest. The harvest from adjacent waters fisheries consists primarily of squid, mackerel, corvina, hairtail and anchovy. Government efforts to boost aquaculture production in shallow sea areas clearly indicate the importance of this sector as a future seafood resource.

The number of fishing vessels has steadily decreased reflecting the reduction in fishery resources. To cope with this situation, the Korean government has accelerated the downsizing of the Korean fishing

fleet and plans to reduce it further over the next several years. Recognizing the potential economic impact of this step and the reduction in fishery agreements, the Korean government is undertaking an in-depth study of aquaculture and researching how to secure higher fish catch quotas in foreign waters and is working hard to purchase fish quotas from other countries, including Russia.

As seafood export opportunities with China, the EU and Japan grow, the Korean government is also focusing on aquaculture in shallow sea areas to cope with the shortage of fishery resources in the adjacent water and restrictions in neighboring countries' waters. Shallow sea aquaculture is expected to continue to increase in the future due to the government's plan to have the country's annual seafood export reach \$10 billion by the year 2020.

To insulate select domestic seafood producers from imported products (mainly from China), the Korean government has set higher "adjustment tariffs" ranging from 22 to 50 percent for nine fish species which are not subject to tariff bindings under WTO agreements. Prior to implementation of the adjustment tariffs, imports of these nine species were subject to tariffs ranging from 10 to 20 percent. However, the Korea-China FTA implemented as of December 20, 2015, will give rise to the surge of price-competitive and good quality Chinese seafood into the Korean market.

Korean Ministry of Oceans and Fisheries (MOF) established 338,827 metric tons as the Total Allowable Catch (TAC) for 2016 of eleven species as shown in Table 4 below. There are further restrictions such as limited catch seasons for some species as well as restrictions on the number of fishing boats and fishing methods.

**Table 4. Korean Total Allowable Catch (MT)**

Species	2012	2013	2014	2015	2016
Mackerels	160,000	135,000	135,000	122,000	122,000
Jack mackerels	21,000	14,700	18,000	16,600	16,600
Red snow crabs	38,000	38,000	38,000	40,000	38,000
Snow crabs	1,500	1,521	1,570	1,583	1,194
Purplish Washington clams	2,400	2,090	2,100	2,000	1,800
Pen shells	6,400	9,080	8,455	6,465	5,332
Horned turban	1,300	1,310	1,506	1,506	1,642
Blue crabs	14,900	19,500	14,600	10,900	6,000
Squid	189,000	191,000	191,000	186,000	141,750
Sailfin sandfish	1,830	4,550	4,880	5,150	4,329
Mottled Skate	200	200	197	220	180
Total	436,530	416,951	415,308	392,424	338,827

Source: Ministry of Oceans and Fisheries (MOF), Resource Management Division

**Table 5. Korean Seafood Production by Waters (1,000 MT)**

Year	Total	Adjacent Waters	Shallow Sea Aquaculture	Distant Waters	Inland Waters
2009	3,182	1,227	1,313	612	30
2010	3,111	1,133	1,355	592	31

2011	3,256	1,235	1,478	511	32
2012	3,183	1,091	1,489	575	28
2013	3,135	1,045	1,515	550	25
2014	3,305	1,059	1,547	669	30
2015	3,331	1,059	1,661	578	33

Source: Ministry of Oceans and Fisheries (MOF), Fishery Information Portal ([www.fips.go.kr](http://www.fips.go.kr))

**Table 6. Korean Seafood Production by Products (1,000 M/T)**

Year	Total	Fishes	Shell fish	Crustacean	Mollusks	Other aquatic animals	Seaweed
2009	3,182	1,424	420	132	312	24	870
2010	3,111	1,331	440	147	256	22	915
2011	3,256	1,355	467	130	269	28	1,007
2012	3,183	1,267	433	135	293	23	1,032
2013	3,135	1,195	346	149	282	23	1,140
2014	3,305	1,245	419	160	357	27	1,097
2015	3,331	1,226	409	117	335	38	1,206

Source: Ministry of Oceans and Fisheries (MOF), Fishery Information Portal ([www.fips.go.kr](http://www.fips.go.kr))

**Table 7. Korean Production of Processed Seafood**

Year	Production (MT)	Value (Million K/Won)
2007	1,613,056	5,517,849
2008	1,766,528	6,642,033
2009	1,898,135	6,046,188
2010	1,815,286	6,875,258
2011	1,865,546	6,540,369
2012	1,885,437	7,770,232
2013	1,819,693	7,422,605
2014	2,337,313	7,523,432

Source: Korea Food Distribution Yearbook 2016

- Demand

Korean consumers place high value on freshness, place of origin, taste, low cost, and food safety in the course of making seafood purchasing decisions. Overall performance of the Korean seafood market will depend greatly on production and consumption. Due to the shortage of ocean resources, seafood production is not expected to increase in the near future. Despite this, consumption of seafood continues to grow as consumers view seafood as a healthy source of protein.

Price, quality and timeliness are the most important factors affecting U.S. trade. U.S. fish are generally considered to be high quality and, in turn, more expensive than other countries products. Fortunately, the major species imported from the United States are species that Koreans enjoy and that other origins do not supply in large quantities.

The Korea Rural Economic Institute reported in its 2013 Food Balance Sheet that annual per capita seafood consumption in Korea was 53.8 Kg (fishery products and shellfish = 36.4 kg and seaweed = 17.4 kg) in 2013. The major seafood species that Koreans consumed are anchovy, shrimp, squid, tuna, Alaskan Pollack, mackerels, yellow corvina, saury, hair tail, flat fish, monk fish, eel, rock fish and cod, etc. The success of Korean industry efforts to change consumer perceptions of fish (as a healthy alternative to red meat), to diversify fish products, to improve quality, and to develop processing technology will be key in expanding domestic demand.

Thanks to increased income and improved standards of living, seafood family restaurants have grown in popularity in Korea. They are expanding their businesses due to a good business climate over the years. Today, Ocean Seafood, Bono-Bono, Seafood Shangrilla, Marisco, Makinochaya, Fisher's Market, Sea-n-More, Seafood Blue, Del Kumara, El Mareta, Seafood Kitchen, Ocean Star, D' Maris, Muscus, and Viking's Wharf are popular seafood family restaurants. These restaurants are using imported seafood as well as locally produced seafood.

Koreans eat fish in various states: fresh fish, chilled fish and lastly, frozen fish in the order of preference. Some fish are consumed raw ("Hoi", or "Sashimi"), and commands a price premium. Korean consumers assume fresh fish tastes better than frozen fish after cooking. Accordingly, fresh or chilled fish tend to be substantially more expensive than frozen fish. As more and more women are working outside the home, the demand for convenience food has increased. Korean consumers are more attracted to precooked, prepared and preserved food available at supermarkets.

In 2013, CJ (Cheil Jedang) Corporation launched a new processed seafood brand called "Alaska Salmon". The "Alaska Salmon" is a canned salmon product that uses natural salmon from Alaska, a region that is famous with its pristine waters. The price of a can is 3,600 Korean Won for 135 grams which can be converted to about \$13.40 per pound. Even though the price is more than two times higher than those of regular canned tunas, this 100 percent Natural Salmon product hit the market making \$9.5 million in sales in the first year with a market share of 68 percent. Stimulated by this successful launching of "Alaska Salmon" brand, competing canneries such as "Dongwon" and "Sajo" also introduced their canned salmon products taking 32 percent of the market share. CJ Corporation, the market leader, diversified its canned salmon products by adding three new products in 2014 and currently five varieties of product (Original, Olive Oil, White Mayo, Brown Rice Oil, Hot Pepper) are being sold in the market.

Hotels and department stores generally use high quality seafood for which they charge a higher price and some of the five-star hotels and leading department stores have already done special promotions featuring U.S. seafood products such as lobsters and scallops commemorating the 3<sup>rd</sup> and 4<sup>th</sup> anniversaries of the KORUS FTA implementation.

However, the institutional feeding and food service sector generally uses cheaper food ingredients to reduce cost as much as possible to cope with the fierce competition in the sector. The most popular fish products in this market area include frozen flatfish, skate, croaker, Atka mackerel, Alaska Pollack roe and snow crab.

**Table 8. Korean Seafood Demand and Supply** (Unit: 1,000 tons)



Year	Demand			Total	Supply			Self-sufficiency rate
	Local consumption	Exports	Carry-over		Production	Imports	Inventory	
2009	4,071	1,336	528	5,935	3,182	2,186	567	78.2%
2010	3,639	1,751	603	5,993	3,111	2,339	543	85.9%
2011	3,813	1,466	639	5,918	3,256	2,059	603	85.4%
2012	4,236	1,072	390	5,698	3,170	2,144	384	74.8%
2013	4,070	1,087	374	5,531	3,133	2,008	390	77.4%

Source: Korea Rural Economy Institute (KREI) 2013 Food Balance Sheet

**Table 9. Korean Annual Per Capita Consumption of Seafood Products (Kg)**

Product Category	2007	2008	2009	2010	2011	2012	2013	2014 (Preliminary)
Fish and Shell fish	42.1	39.1	36.1	36.6	37.8	39.0	36.4	38.3
Seaweed	14.4	15.8	14.4	14.7	15.7	15.9	17.4	15.6
Total (kg/year)	56.5	54.9	50.5	51.3	53.5	54.9	53.8	53.9

Source: Korea Rural Economy Institute (KREI) 2013 Food Balance Sheet

- Competitors

Seafood is imported into Korea from about 100 different countries. Major suppliers of fishery products to Korea include China, Russia, Vietnam, USA, Norway, Thailand, Chile, Japan, Peru and Taiwan. In 2015, the top ten supplying countries accounted for about 81 percent of total Korean seafood imports on a value basis. China continued to be the largest supplier, followed by Russia and Vietnam.

A dozen supplying countries including China, Russia, Japan, Norway, Thailand, Chile, Canada, Indonesia, etc. are some of our competitors that participate in the Busan International Seafood & Fisheries Expo annually. These competitors exhibit a wide variety of seafood products targeting importers, wholesalers, distributors, retailers, hotels, restaurants and food processors. In 2015, competitors such as Norway, Canada and Japan have put considerable amount of strategic effort into promoting their own country's seafood export to the Korean market through NSC (Norway), Trade Commissioner Service (Canada) and Ministry of Agriculture, Forestry & Fisheries (Japan) executing market research projects and market promotional events in Korea.

- Marketing

Imports of seafood are relatively straight-forward compared to other food and agricultural products. Traders import fishery products, and generally sell to hotels and food service industry directly, and/or

to distributors who sell to traditional markets and restaurants. When the volume is large, importers generally sell to retailers such as supermarkets, discount stores and department stores directly. When the volume is small, importers sell to distributors who sell to retailers. Accordingly, U.S. suppliers should contact seafood importers to sell their fishery products to Korea.

Consumers like to purchase species that they are accustomed to, and importers tend to import the species consumers are demanding. As mentioned earlier, imports of only 29 species accounted for more than 90 percent of total seafood imports from the United States to Korea in 2015. This means that U.S. exporters should supply the species consumers prefer, and at the same time should also try to invest in building demand for other species with which consumers currently lack familiarity.

Possible sources of market information include Korean importers, U.S. state departments of agriculture, the USATO website ([www.atoseoul.com](http://www.atoseoul.com)) and the U.S. Department of Commerce. Lists of Korean importers, by species, can be obtained from the U.S. Agricultural Trade Office.

One way of finding potential importers while also assessing market potential is to participate in local food shows to showcase your products to a larger audience. Many Korean importers attending these shows are looking to establish reliable long-term trading relationships. Show participation enhances initial contacts with importers, agents, wholesalers, distributors, retailers and others in the food and beverage industry.

**Seoul International Seafood Show (3S) 2016** was held in Seoul at COEX, April 6-8, 2016. Sponsored by the Ministry of Oceans and Fisheries (MOF) of Korea, this is the only show held in Seoul specializing in seafood, fishery, nursery, aquaculture, processing machinery and related equipment. This show is held in April every year and targets seafood buyers, users, fishing businessmen and traders. Check the official website of the show ([www.seoulseafood.com](http://www.seoulseafood.com)) for further details.

**Busan International Seafood & Fisheries Expo (BIFSE) 2016** will be held in Busan at BEXCO convention center, **October 27-29, 2016**. It offers an excellent opportunity to explore possible market opportunities in Korea. This show had been held in November (or October) every year and targets importers, wholesalers, distributors, retailers, hotels, restaurants, food processors, media, etc. Currently it is the only seafood show held in Korea attended by ATO Seoul. ATO Seoul has been participating in this show for 12 years, in cooperation with SRTGs such as SUSTA and Food Export USA Northeast. Check BISFE's official website ([www.bisfe.com](http://www.bisfe.com)) for detailed information on the show. The registered trade show sales company in USA for this show is **B-FOR the international exhibit people™**, 520 William Street, Suite E, Fredericksburg, VA 22401-5775, USA (+1.540.373.9935 / [bbieneck@b-for.com](mailto:bbieneck@b-for.com) / [www.b-for.com](http://www.b-for.com))

## **SECTION IV: FURTHER INFORMATION AND KEY CONTACTS**

### **For further information on how you can enter the Korean market for imported food products:**

ATO Seoul uses the USDA's Global Agriculture Information Network (GAIN) system to provide stakeholders with market knowledge on Korean food trade. Exporters who want to find most recent copy of the annual Exporter Guide on Korean market can access the GAIN and review the report at:

## 2015 Annual Exporter Guide Report by ATO Seoul

### For any further information about Korean market, please contact:

U.S. Agricultural Trade Office (ATO)

Local address: Rm 303, Leema B/D, 42, Jongro 1-gil, Jongro-gu, Seoul, Korea 03152

U.S. mailing address: ATO, U.S. Embassy - Seoul, Unit 9600 Box 0050, DPO, AP 96209-0050

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## SECTION V: TRADE STATISTICAL APPENDIX

**Table 10. Korea's Total Seafood Imports by Year (\$million)**

Year	From World	From USA	U.S. Market Share
2008	2,847	129	4.5%
2009	2,604	113	4.3%
2010	3,091	113	3.7%
2011	3,833	142	3.7%
2012	3,646	169	4.6%
2013	3,565	211	5.9%
2014	4,161	222	5.3%
2015	4,240	233	5.5%

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2015

**Table 10-1. Korean Seafood Imports from Major Countries (\$million)**

Reporting Country: Korea, Republic of Top 15 Ranking	Import			Percent change (2014~2015)
	2013	2014	2015	
China	968	1,124	1,114	-0.9%
Russia	589	672	705	4.9%
Vietnam	478	627	574	-8.5%
<b>United States</b>	<b>211</b>	<b>222</b>	<b>233</b>	<b>5.0%</b>
Norway	119	182	218	19.8%
Thailand	116	165	168	1.8%
Japan	102	97	116	19.6%
Taiwan	117	105	102	-2.9%
Peru	65	97	99	2.1%
Chile	87	105	97	-7.6%
Argentina	31	43	61	41.9%

Indonesia	56	61	56	-8.2%
Canada	74	51	60	17.6%
Senegal	56	49	54	10.2%
Ecuador	37	44	50	13.6%
Others	459	517	533	3.1%
Total	3,565	4,161	4,240	1.9%

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2015

**Table 11. Korea's Total Seafood Exports by Year (\$million)**

Year	To World	To USA
2008	1,256	86
2009	1,326	101
2010	1,567	106
2011	1,982	130
2012	1,973	129
2013	1,749	136
2014	1,642	133
2015	1,481	146

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2015

**Table 11-1. Korean Seafood Exports to Major Countries (\$million)**

Reporting Country: Korea, Republic of Top 10 Ranking	Export		
	2013	2014	2015
Japan	678	625	545
China	325	254	235
United States	136	133	146
Thailand	166	106	95
Vietnam	57	62	76
New Zealand	47	54	48
Hong Kong	29	27	42
France	13	26	42
Italy	18	20	24
Philippines	10	15	23
Others	270	320	223
Total	1,749	1,642	1,481

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2015

**Table 12-1. Major Fish Imported to Korea from USA in 2015 (In Value, \$1,000)**

Fish Species	HS Code Number	From USA (\$1,000)	From World	U.S. Market
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			(\$1,000)	Share
Fish Surimi, Alaska Pollack (Theragra Chalcogramma), frozen	0304.94.1000	57,954	58,154	99.7%
Lobsters, not frozen, other than smoked	0306.22.9000	33,103	66,837	49.5%
Other, Flatfish, frozen	0303.39.0000	24,562	61,400	40.0%
Hagfish (Salad Eel), live	0301.99.7000	12,303	16,303	75.5%
Monkfish, frozen	0303.89.9060	11,586	78,902	14.7%
Alaska Pollack (Theragra Chalcogramma), frozen	0303.67.0000	10,887	224,637	4.8%
Cod, frozen	0303.63.0000	9,954	41,685	23.9%
Roes of Alaska Pollack, frozen	0303.90.2010	8,863	62,834	14.1%
Skate, frozen	0303.82.2000	6,402	38,970	16.4%
Hagfish (Salad Eel), frozen	0303.89.9070	5,939	8,409	70.6%
Roes of Other Fish, frozen	0303.90.2090	4,984	14,015	35.6%
Lobsters, frozen, other than smoked	0306.12.9000	4,590	15,163	30.3%
Ray, frozen	0303.82.1000	4,244	31,411	13.5%
Atka mackerel, frozen	0303.89.9040	4,224	28,427	14.9%
Fillet, Alaska Pollack, frozen	0304.75.0000	3,566	49,939	7.1%
Fillet, Plaice, frozen	0304.83.1000	2,744	3,594	76.3%
Rock fish, frozen	0303.89.9050	2,467	19,096	12.9%
Fish Surimi, Alaska Pollack (other than Theragra Chalcogramma), frozen	0304.99.1000	2,240	175,023	1.3%
Adductors of shell fish (Scallops), frozen	0307.99.1100	1,768	13,193	13.4%
Sable fish, frozen	0303.89.1000	631	654	96.5%
Fillet, cod, frozen	0304.71.0000	629	2,232	28.2%
Fillet, Others, frozen	0304.89.9000	603	18,083	3.3%
Plaice, frozen	0303.32.0000	348	865	40.2%
Sockeye salmon, frozen	0303.11.0000	281	316	88.9%
Glass eel, live (for aquaculture)	0301.92.1000	79	39,292	0.2%
Sardines, frozen	0303.53.0000	64	4,255	1.5%
Squid, frozen	0307.49.1020	44	60,101	0.1%
Anchovy, dried	0305.59.2000	33	1,311	2.5%
Oyster, frozen	0307.19.1000	31	114	27.2%
Total		215,123	1,135,215	18.9%

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2015

**Table 12-2. Major Fish Imported to Korea from USA in 2015 (In Quantity, MT)**

Fish Species	HS Code	From	From	U.S.
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	Number	USA (1,000 Kg)	World (1,000 Kg)	Market Share
<b>Fish Surimi, Alaska Pollack (Theragra Chalcogramma), frozen</b>	0304.94.1000	19,704	19,757	99.7%
<b>Other, Flatfish, frozen</b>	0303.39.0000	14,633	27,881	52.5%
<b>Alaska Pollack (Theragra Chalcogramma), frozen</b>	0303.67.0000	5,885	180,771	3.3%
<b>Cod, frozen</b>	0303.63.0000	3,981	15,724	25.3%
<b>Roes of Alaska Pollack, frozen</b>	0303.90.2010	2,955	15,204	19.4%
<b>Roes of Other Fish, frozen</b>	0303.90.2090	2,792	7,466	37.4%
<b>Monkfish, frozen</b>	0303.89.9060	2,262	30,880	7.3%
<b>Ray, frozen</b>	0303.82.1000	2,054	11,095	18.5%
<b>Hagfish (Salad Eel), frozen</b>	0303.89.9070	1,996	2,816	70.9%
<b>Atka mackerel, frozen</b>	0303.89.9040	1,824	13,883	13.1%
<b>Lobsters, not frozen, other than smoked</b>	0306.22.9000	1,645	3,277	50.2%
<b>Rock fish, frozen</b>	0303.89.9050	1,422	9,639	14.8%
<b>Hagfish (Salad Eel), live</b>	0301.99.7000	1,359	1,839	73.9%
<b>Fillet, Alaska Pollack, frozen</b>	0304.75.0000	1,174	17,958	6.5%
<b>Skate, frozen</b>	0303.82.2000	961	9,543	10.1%
<b>Fillet, Plaice, frozen</b>	0304.83.1000	903	1,008	89.6%
<b>Fish Surimi, Alaska Pollack (other than Theragra Chalcogramma), frozen</b>	0304.99.1000	849	104,405	0.8%
<b>Fillet, Others, frozen</b>	0304.89.9000	177	4,002	4.4%
<b>Plaice, frozen</b>	0303.32.0000	148	478	31.0%
<b>Lobsters, frozen, other than smoked</b>	0306.12.9000	120	563	21.3%
<b>Fillet, cod, frozen</b>	0304.71.0000	114	425	26.8%
<b>Adductors of shell fish (Scallops), frozen</b>	0307.99.1100	71	1,218	5.8%
<b>Sockeye salmon, frozen</b>	0303.11.0000	49	55	89.1%
<b>Sable fish, frozen</b>	0303.89.1000	35	43	81.4%
<b>Squid, frozen</b>	0307.49.1020	23	46,824	0.1%
<b>Sardines, frozen</b>	0303.53.0000	20	5,696	0.4%
<b>Oyster, frozen</b>	0307.19.1000	17	30	56.7%
<b>Anchovy, dried</b>	0305.59.2000	5	319	1.6%
<b>Glass eel, live (for aquaculture)</b>	0301.92.1000	0	8	0.0%
<b>Total</b>		67,178	532,807	12.6%

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2015

**Table 13. Korean Imports of Fish Roes, Urchin Roes, Caviar and Livers by Country of Origin (MT)**

2014		2015	
USA	5,270	USA	5,757
Russia	14,679	Russia	16,175
Iceland	1,125	Iceland	894
N Zealand	548	N Zealand	795
Norway	24	Norway	547
Indonesia	278	Indonesia	300
OTHERS	465	OTHERS	465
Total	22,389	Total	24,933

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2015

**Table 13-1. Korean Imports of Fish Roes, Urchin Roes, Caviar and Liver by HS Code (MT)**

Species	2013 H.S. Code	2014		2015	
		World	USA	World	USA
Livers, frozen	0303.90.1000	97	3	218	5
Roes/AK Pollack, frozen	0303.90.2010	15,075	3,061	15,204	2,955
Other Roes, Frozen	0303.90.2090	5,456	2,201	7,466	2,792
Caviar and caviar substitutes	1604.31.0000	1,761	5	2,045	5
	1604.32.0000				
Total		22,389	5,270	24,933	5,757

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2015

**Table 14. Korean Imports of Flatfish by Country of Origin (MT)**

2014		2015	
USA	13,158	USA	14,781
RUSSIA	8,564	RUSSIA	9,558
CHINA	1,558	CHINA	1,922
GUINEA	1,300	GUINEA	1,124
SENEGAL	646	SENEGAL	1,007
SPAIN	277	SPAIN	296
OTHERS	305	OTHERS	627
TOTAL	25,808	TOTAL	29,315

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2015

**Table 14-1. Korean Imports of Flatfish by HS Code (MT)**

Species	H.S. Code	2014		2015	
		World	U.S.A	World	U.S.A.
Flat Fish, Live / Plaice, Fresh	0301.99.8000 0302.22.0000	139	0	188	0
Halibut, Frozen	0303.31.0000	1,294	0	690	0

Plaice, Frozen	0303.32.0000	214	84	478	148
Sole, Frozen	0303.33.0000	50	0	78	0
Others, Frozen	0303.39.0000	24,111	13,074	27,881	14,633
Total		25,808	13,158	29,315	14,781

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2015

**Table 15. Korean Imports of Ground Fish by Country of Origin (MT)**

2014		2015	
USA	8,205	USA	11,307
RUSSIA	186,891	RUSSIA	191,580
PORTUGAL	3,335	PORTUGAL	3,404
JAPAN	3,049	JAPAN	3,923
OTHERS	5,759	OTHERS	6,300
TOTAL	207,239	TOTAL	216,514

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2015

**Table 15-1. Korean Import of Ground Fish by HS Code (MT)**

Species	H.S. Code	2014		2015	
		World	USA	World	USA
Cod, Fresh	0302.51.0000	933	8	1,023	12
Alaska Pollack, Fresh	0302.55.0000	2,452	1	3,523	1
Cod, Frozen	0303.63.0000	17,466	3,608	15,724	3,981
Hake, Frozen	0303.66.0000	362	1	80	4
Alaska Pollack	0303.67.0000	173,079	3,498	180,771	5,885
Rockfish (ocean perch)	0303.89.9050	7,847	1,089	9,639	1,422
Alaska Pollack, Dried	0305.59.3000	5,100	0	5,754	2
Total		207,239	8,205	216,514	11,307

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2015

**Table 16. Korean Imports of Fillet/Surimi by Country of Origin (MT)**

2014		2015	
USA	22,590	USA	23,264
VIETNAM	56,389	VIETNAM	57,928
CHINA	38,946	CHINA	31,246
RUSSIA	16,580	RUSSIA	17,119
INDONESIA	5,914	INDONESIA	6,391
PARKISTAN	4,075	PARKISTAN	4,985
INDIA	2,616	INDIA	4,234
THAILAND	3,430	THAILAND	3,108
PERU	1,438	PERU	2,463



OTHERS	6,411	OTHERS	7,560
TOTAL	158,389	TOTAL	158,298

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2015

**Table 16-1. Korean Imports of Fillet/Surimi by HS Code (MT)**

Species	2013 H.S. Code	2014		2015	
		World	USA	World	USA
Fillet of Alaska Pollack/frozen	0304.75.0000	16,246	682	17,958	1,174
Fillet of Cod/frozen	0304.71.0000	249	55	425	114
Fillet of Plaice/frozen	0304.83.1000	767	631	1,008	903
Fillet of Other Fish/frozen	0304.72.0000	11,552	1,007	12,588	402
	0304.73.0000				
	0304.74.0000				
	0304.79.0000				
	0304.81.0000				
	0304.82.0000				
	0304.83.9000				
	0304.84.0000				
	0304.85.0000				
	0304.86.0000				
	0304.87.XXXX				
	0304.89.XXXX				
Surimi of Alaska Pollack/frozen	0304.94.1000	18,722	18,714	19,757	19,704
Other type of fish meat of Alaska Pollack/frozen	0304.94.9000	184	0	58	0
Surimi of other fish/frozen	0304.91.1000	109,324	1,501	104,498	942
	0304.92.1000				
	0304.93.1000				
	0304.95.1000				
	0304.99.1000				
Other type of fish meat of other fish/fresh or chilled, frozen	0304.91.9000	1,345	0	2,006	25
	0304.92.9000				
	0304.93.9000				
	0304.95.9000				
	0304.99.9000				
Total		158,389	22,590	158,298	23,264

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2015

**Table 17. Korean Imports of Crustaceans by Country of Origin (MT)**

2014		2015	
USA	2,255	USA	1,982
CHINA	24,318	CHINA	31,236

VIETNAM	18,847	VIETNAM	18,419
ECUADOR	4,251	ECUADOR	5,706
RUSSIA	5,744	RUSSIA	7,976
THAILAND	2,641	THAILAND	2,709
INDIA	3,240	INDIA	2,545
MALAYSIA	3,605	MALAYSIA	2,519
OTHERS	12,033	OTHERS	11,293
TOTAL	76,934	TOTAL	84,385

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2015

**Table 17-1. Korean Imports of Crustaceans by HS Code (MT)**

Species	2013 H.S. Code	2014		2015	
		World	USA	World	USA
Frozen lobsters (Homarus spp.)	0306.12.9000	248	105	563	120
Frozen peeled shrimps and prawns	0306.16.1090 0306.17.1090	21,778	28	20,840	0
Frozen other type of shrimps and prawns	0306.17.9010 0306.17.9090	20,188	0	20,560	19
Frozen crab meat	0306.14.1090	1	0	0	0
Frozen king crabs	0306.14.2090	134	1	360	1
Frozen blue crabs	0306.14.3090	16,169	0	22,491	0
Frozen other type of crabs	0306.14.9090	8,703	98	7,494	195
Not frozen lobsters (Homarus spp.)	0306.22.9000	3,518	2,023	3,277	1,645
Live, fresh or chilled shrimps and prawns	0306.26.1000	0	0	1	1
Salted or in brine shrimps and prawns	0306.26.3000	0	0	0	0
Live, fresh or chilled snow crab	0306.24.1020	3,662	0	5,501	1
Frozen rock lobster, other sea crawfish, dried shrimps, crabs, etc.	0306.11.9000 0306.26.2000 0306.27.2000 0306.24.2000 0306.29.2000	2,533	0	3,298	0
Total		76,934	2,255	84,385	1,982

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2015

**Table 18. Korean Imports of Molluscs by Country of Origin (MT)**

2014		2015	
USA	157	USA	218
CHINA	126,061	CHINA	117,869
VIETNAM	31,194	VIETNAM	31,529
CHILE	32,173	CHILE	22,569
PERU	12,828	PERU	15,225

THAILAND	8,138	THAILAND	9,490
JAPAN	5,825	JAPAN	7,832
ARGENTINA	4,066	ARGENTINA	4,533
MAURITANIA	1,312	MAURITANIA	4,384
INDONESIA	2,946	INDONESIA	2,719
OTHERS	8,318	OTHERS	8,152
TOTAL	233,018	TOTAL	224,520

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2015

**Table 18-1. Korean Imports of Molluscs by HS Code (MT)**

Species	2013 H.S. Code	2014		2015	
		World	USA	World	USA
Scallops	0307.2X.XXXX	9,112	8	9,977	1
Cuttlefish	0307.4X.XXXX	57,339	40	48,325	23
Octopus	0307.5X.XXXX	83,499	15	85,908	106
Hard clams, abalones, top shells, pearl oyster, ark shells, cockles, adductors of shell fish, sea urchins, sea cucumbers, hen clams, baby clams, jelly fish	0307.7X.XXXX 0307.8X.XXXX 0307.9X.XXXX	82,828	94	80,244	71
Oysters, mussels	0307.1X.XXXX 0307.3X.XXXX	240	0	66	17
Total		233,018	157	224,520	218

Source: [www.kita.net](http://www.kita.net) Korea's Trade Statistics Database for 2015

**Table 19. Korean Tariff Schedule for Fishery Products**

Description	H.S. Code	2012 Base Rate
<b>Live Fish</b> , Ornamental, Other Live	0301.XX.XXXX except 0301.92.1000, 0301.92.2000 and 0301.99.4010	10%
<b>Live Fish</b> , Other, Eels, Glass Eels (not exceeding 0.3g per unit, for aquaculture) and Sea Bream Fry (for aquaculture)	0301.92.1000 and 0301.99.4010	0%
<b>Live Fish</b> , Other, Eels, Young Eels (exceeding 0.3g and not exceeding 50g per unit, for aquaculture)	0301.92.2000	5%
<b>Fish, Fresh or Chilled</b>	0302.XX.XXXX	20%
<b>Fish, Frozen</b>	0303.XX.XXXX	10%
<b>Fish Fillets</b> and Other Fish Meat - Fresh or Chilled Fillets of Tilapias, Catfish, Pacific Salmon, Trout, Flat Fish, Swordfish, Toothfish, and Other Fish	0304.3X.XXXX, 0304.4X.XXXX, 0304.5X.XXXX	20%
<b>Fish Fillets</b> and Other Fish Meat - Frozen Fillets of	0304.6X.XXXX,	10%

Tilapias, Catfish, Cod, Haddock, Coalfish, Hake, Alaska Pollack, Pacific Salmon, Trout, Flat Fish, Swordfish, Toothfish, Herrings, Tunas and Other Fish	0304.7X.XXXX, 0304.8X.XXXX, 0304.9X.XXXX	
<b>Fish, Dried, Salted or in Brine, Smoked Fish</b> , whether or not cooked before or during the smoking process, Flours, Meals and Pellets of Fish, Fit for Human Consumption	0305.XX.XXXX	20%
<b>Crustaceans</b> , whether in shell or not, Live, Fresh, Chilled, Frozen, Dried, Salted or in Brine, Smoked Crustaceans, whether or not cooked before or during the smoking process, Crustaceans, in shell or not, Cooked by Steaming or by Boiling in Water, whether or not chilled, Frozen, Dried, Salted in Brine, Flours, Meals and Pellets of Crustaceans, Fit for Human Consumption	0306.XX.XXXX	10%
<b>Molluscs</b> , whether in shell or not, Live, Fresh, Chilled, Frozen, Dried, Salted or in Brine, Smoked Molluscs, whether in shell or not, whether or not cooked before or during the smoking process, Flours, Meals and Pellets of Molluscs, Fit for Human Consumption – Oysters, Scallops, Mussels, Smoked Cuttle Fish and Squid, Octopus, Snails, Clams, Cockles, Ark Shells, Avalone, Top Shells and Adductors of Shell Fish	0307.1X.XXXX, 0307.2X.XXXX, 0307.3X.XXXX , 0307.4X.XXXX, 0307.5X.XXXX, 0307.6X.XXXX, 0307.7X.XXXX, 0307.8X.XXXX and 0307.9x.XXXX except 0307.11.1010, 0307.11.1090, 0307.41.XXXX, 0307.49.10XX, 0307.49.2000, 0307.49.3000, 0307.71.2010 and 0307.91.2010	20%
<b>Molluscs</b> , whether in shell or not, Live, Fresh, Chilled, Frozen, Dried, Salted or in Brine, Smoked Molluscs, whether in shell or not, whether or not cooked before or during the smoking process, Flours, Meals and Pellets of Molluscs, Fit for Human Consumption - Live, Fresh or Chilled Oyster Spat , Ark Shell and Pearl Oyster for Seed	0307.11.1010, 0307.71.2010, 0307.91.2010	0%
<b>Molluscs</b> , whether in shell or not, Live, Fresh, Chilled, Frozen, Dried, Salted or in Brine, Smoked Molluscs, whether in shell or not, whether or not cooked before or during the smoking process, Flours, Meals and Pellets of Molluscs, Fit for Human Consumption - Live, Fresh or Chilled Oyster Spat Other	0307.11.1090	5%
<b>Molluscs</b> , whether in shell or not, Live, Fresh, Chilled, Frozen, Dried, Salted or in Brine, Smoked Molluscs, whether in shell or not, whether or not cooked before or during the smoking process, Flours, Meals and Pellets of	0307.41.XXXX, 0307.49.10XX, 0307.49.2000, 0307.49.3000	10%

Molluscs, Fit for Human Consumption – Cuttle Fish, Squid		
<b>Aquatic Invertebrates Other Than Crustaceans and Molluscs</b> , Live, Fresh, Chilled, Frozen, Dried, Salted or in Brine, Smoked Aquatic Invertebrates Other Than Crustaceans and Molluscs, whether or not cooked before or during the smoking process, Flours, Meals and Pellets of Aquatic Invertebrates Other Than Crustaceans and Molluscs, Fit for Human Consumption – Sea Cucumber, Sea Urchins, Jellyfish and Other	0308.XX.XXXX except 0308.90.1011	20%
<b>Aquatic Invertebrates Other Than Crustaceans and Molluscs</b> , Live, Fresh, Chilled, Frozen, Dried, Salted or in Brine, Smoked Aquatic Invertebrates Other Than Crustaceans and Molluscs, whether or not cooked before or during the smoking process, Flours, Meals and Pellets of Aquatic Invertebrates Other Than Crustaceans and Molluscs, Fit for Human Consumption – Live, Fresh or Chilled Sea-Squirts for Seed	0308.90.1011	0%
<b>Extracts and Juices of Fish</b> or Crustaceans, Molluscs or Other Aquatic Invertebrates	1603.00.3000 and 1603.00.4000	30%
<b>Prepared or Preserved Fish</b> , Caviar and Substitutes Prepared from Fish Eggs – Salmon, Herrings, Sardines, Tunas, Mackerel, Anchovies, Eels, Saury, Jerk Filefish, Fish Pastes, Fish Marinade, Fish Cake, Caviar and Caviar Substitutes	1604.XX.XXXX	20%
<b>Crustaceans, Molluscs and Other Aquatic Invertebrates, Prepared or Preserved</b> – Crab, Shrimps and Prawns, Lobster, Oysters, Scallops, Mussels, Cuttle Fish, Squid, Octopus, Clams, Abalone, Snails, Sea Cucumber, Sea Urchins, Jellyfish and Other Fish	1605.XX.XXXX	20%

Source: Korea Customs and Trade Development Institute, Import/Export Customs Clearance General Guidebook of Korea, 2016